

October 15, 2002

TO: ALL STATE AGENCIES, SCHOOL DISTRICTS, MUNICIPALITIES, VOLUNTEER FIRE COMPANIES AND POLITICAL SUBDIVISIONS

FROM: ARNOLD COOKSON, CPPB
STATE CONTRACT PROCUREMENT OFFICER
302-739-5586

SUBJECT: **AWARD NOTICE – CONTRACT NO. 02-091-AC, COPIERS**

1. **MANDATORY USE CONTRACT:**

REF: Title 29, Chapter 6911(d) Delaware Code. Every state department and agency within the Executive Branch and Judicial Branch of the state government shall procure all material, equipment and nonprofessional services through the statewide contracts administered by the Division of Purchasing, Department of Administrative Services. Delaware State University, Delaware Technical and Community College, the operations funded by Public School Districts, the Legislative Branch or the Board of Pension Trustees and their consultants, are specifically exempted from the requirements of this subsection.

2. **CONTRACT PERIOD:**

Each Vendors contract shall be valid for a one (1) year period from October 15, 2002 through October 14, 2003. Each contract may be renewed for two (2) additional twelve (12) month periods under the same terms and conditions. Agreement on this optional year must be in writing from both the contractor(s) and the Division of Purchasing and must be initiated no later than ninety (90) days prior to the termination of the current agreement.

3. **PRICES:**

Prices will remain firm for the term of the contract.

36 Month Operating Lease - "All-in" dollar amount per month for 36 month lease by component - no residual or buyout obligation. This includes the monthly charge for all copies within the volume range applicable to each band, all maintenance and supplies, including staples, but excluding paper. There shall be no underutilization or overage charge when the number of copies per month falls below or above the volume range for that band. The State will have the option at the end of the original lease term to extend the lease, execute a fair market value buy-out, or cancel with thirty (30) days written notice by the State. CONTRACTOR must notify the State agency, in writing, ninety (90) days prior to lease expiration. CONTRACTOR shall not offer terms other than 36 months. All buyouts or extensions must be coordinated and validated in writing through the Office of Copier Management.

Purchase Option - Dollar amount plus a monthly dollar maintenance fee. Maintenance plan shall be for a 36 month period. Monthly Maintenance Charge - This includes all copies applicable to each band, all maintenance and supplies, including staples, but excluding paper.

- There shall be no underutilization or overage charge when the number of copies per month falls below or above the volume range for that band.
- The subcontractor must work with and accept payment from the State's leasing contractor, if requested.
- Maintenance plans may be canceled with thirty (30) days written notice by the State with no further financial obligation.

The State assumes no financial responsibility to any entity other than the CONTRACTOR, if the CONTRACTOR uses a third-party leasing company to finance the Supplier's term lease plan. The leasing company's documents are for the convenience of the Supplier and do not commit the State to additional terms and conditions. Please see the Payment section for terms.

No service fees or additional costs will be invoiced to Contract Users by the CONTRACTOR during the term of this agreement (except as described in this Contract or mutually agreed upon in writing)

4. **FREIGHT POLICY:**

All shipment will be F.O.B. delivered to the specified location.

5. **BILLING:**

The CONTRACTOR is required to "Bill as Shipped" to the respective USER AGENCY. Ordering agencies shall provide contract number, ship to and bill to address, contact name and phone number.

6. **PAYMENT:**

The USER AGENCIES involved will authorize and process for payment each invoice within thirty (30) days after the date of receipt of a correct invoice. The State will only accept invoices from suppliers as indicated in the award notice. Any invoices from leasing companies or other entities not indicated in the award will not be paid. If any changes in name and ownership of the Supplier or other pertinent information such as remit address, occur during the term of this agreement, Supplier shall notify the Contract Officer in the Division of Support Services in writing and this notification will become an addendum to this agreement

7. **PRODUCT SUBSTITUTION:**

All items delivered during the life of the contract shall be of the same type and manufacture as specified unless prior written approval is given by the Division of Support Services to do otherwise. Substitutions shall require the submission of written specifications and product evaluation prior to any approvals being granted. If manufacturer models are discontinued during the life of this contract, replacement shall be made at the minimum of the specifications.

8. **ORDER CONFIRMATION:**

The CONTRACTOR is required to provide a written confirmation of the order received date, order placed date, & estimated delivery date immediately upon order placement. Notice of any delivery problems is required. The confirmation must be made to the ordering agency as stated in the order.

9. **DELIVERY, INSTALLATION AND ACCEPTANCE:**

CONTRACTOR is expected to meet delivery requirements of the State as stated in the purchase document and order confirmation. In no case shall delivery and installation be greater than thirty (30) days after receipt of order, unless the ordering agency agrees in writing to an extended delivery. At the request of the State, during the first month of the term of the Contract, CONTRACTOR agrees, depending on manufacturer's equipment availability, to deliver install new leased equipment within ten (10) working days.

10. **REMOVAL OF EQUIPMENT:**

No equipment may be removed without prior notification. An authorized State representative must be present during removal. All machines that are to be removed must be physically removed from the State's premises within three (3) working days. All removal charges are the responsibility of the CONTRACTOR.

11. **TRADE-INS:**

All Trade-Ins will be handled on an individual basis by the Office of Copier Management under the Division of Support Services, Department of Administrative Services.

12. **HOLD HARMLESS:**

CONTRACTOR agrees that it shall indemnify and hold the State and all its agencies harmless from and against any and all claims for injury, loss of life, or damage to or loss of use of property caused or alleged to be caused, by acts or omissions of the CONTRACTOR, its employees, and invitees on or about the premises and which arise out of the successful CONTRACTOR's performance, or failure to perform as specified in the CONTRACT.

13. **NON-PERFORMANCE:**

In the event the CONTRACTOR does not fulfill its obligations under the terms and conditions of this contract, the ordering agency may purchase equivalent product on the open market. Any difference in cost between the contract prices herein and the price of open market product shall be the responsibility of the CONTRACTOR. Under no circumstances shall monies be due the CONTRACTOR in the event open market products can be obtained below contract cost. Any monies charged to the CONTRACTOR may be deducted from an open invoice.

14. FORCE MAJEURE:

Neither the CONTRACTOR nor the CONTRACTING AGENCY, the STATE, or USER AGENCIES shall be held liable for non-performance under the terms and conditions of this CONTRACT due, but not limited to, government restriction, strike, flood, fire, or unforeseen catastrophe beyond either party's control. Each party shall notify the other in writing of any situation that may prevent performance under the terms and conditions of this CONTRACT

15. TRAINING:

CONTRACTOR is required to provide appropriate initial training to casual users and key operators at no additional cost to the state, when the copier(s) are first placed. The CONTRACTOR shall insure this training is comprehensive enough in length and depth, where it would be reasonable to assume that any person should have the basic knowledge to operate the machine after receiving this training. Agencies and school districts shall designate a key operator who can provide additional training to casual users, if required. Advanced training will be on an as requested basis from the agency. Advanced training may be required by the State due to personnel turnover, introduction of new products, etc. at no extra charge to the State.

16. COPIER IDENTIFICATION:

CONTRACTOR is required to provide with each unit placed in the State a readily visible label indicating the 1) owner of the equipment (i.e. State/Dept./Div., CONTRACTOR, Leasing Company, etc.); 2) location (building, floor, room no.); 3) name of state contact for unit; 4) phone numbers to obtain help, supplies, and maintenance; and 5) model number and serial number.

17. EQUIPMENT:

Only new equipment shall be placed in governmental entities using this contract. All copiers placed must be current models of the latest manufacture, with 100% new parts. No discontinued, refurbished, rebuilt or remanufactured machines will be placed. Energy Star Compliance is required for all equipment.

18. RESPONSE TIME:

CONTRACTOR must have on-site response time of four (4) working hours or less. For machines that are down longer than sixteen (16) working hours, loaner machines (replaced like-for-like) must be in place on the 3rd working day until the original machine is repaired and reinstalled.

19. MAINTENANCE:

CONTRACTOR'S standard maintenance program is acceptable. In addition, maintenance is defined as acceptable work performed by CONTRACTOR to assure that all features of the equipment are operating per CONTRACTOR'S published standards. CONTRACTOR is responsible to provide all parts and labor as part of copier maintenance. For placements in State facilities that operate 24 hours/day, 7 days/week, a 24-hour customer service/maintenance contact is required when indicated on the purchase document.

A service log will be maintained by the CONTRACTOR and kept on-site as part of the copier equipment. The State will have access to this log for its use. All downtime, no matter what the cause, will be recorded on this log.

20. DOWNTIME:

The State reserves the right to have as an option, the equipment replaced with a like machine until repairs are made and it is returned, or the plan terminated without any financial penalty, if:

1. Copier requires five (5) service calls or more in any given 30-day period, no matter what the percent of down time, or:
2. The CONTRACTOR, if requested by the state, will grant a credit to the State for any machine that fails to perform at an effectiveness level of 90% during any given month. The downtime for a machine is computed by dividing the machine failure downtime by the total productive time (minimum of 162.5 hours per month) per month. The credit shall be a percentage amount of the fixed monthly lease/rental/maintenance charge, which is determined by subtracting the actual percentage of effectiveness level attained during the month from 100. (Examples: if the effectiveness level for a machine is 87% for the month, the credit would be 13% of the fixed monthly lease/rental/maintenance charge; if the effectiveness level is 90% or higher, there is no credit due under this provision).

Downtime begins when the end user actually places the service call to the CONTRACTOR and continues until equipment repairs are completed to the satisfaction of the State. Periodic preventive maintenance, and/or user errors will not count against the down time.

21. COPIER MANAGEMENT ADMINISTRATION PROGRAM:

Copier Resource Management is a program designed to ensure State agencies' copier placements are the correct size and price with the proper customer application. The program stays abreast of the latest copier and printing technologies in order to provide State agencies with the most efficient and quality copier service available.

Through Epilog language in the Budget Act, the Governor and Legislature recognize the importance of copier management and have given the Department of Administrative Services the authority to approve the acquisition of copiers in buildings under its management (see Appendix C). The Department has delegated this responsibility to the Division of Support Services, whose goal is to offer copier management and consultation services to all State agencies. In addition, cabinet secretaries have signed agreements which give the Division of Support Services the authority to approve all copier placements in the following Departments: Services for Children, Youth and their Families; Natural Resources and Environmental Control; and Labor.

If you have any concerns, please contact the Copier Resource Management Coordinator at (302) 577-5093.

COPIER MANAGEMENT PROGRAM
ATTN: CHUCK WERNICKI
STATE OF DELAWARE
DEPARTMENT OF ADMINISTRATIVE SERVICES
DIVISION OF SUPPORT SERVICES
CARVEL STATE BUILDING - 3RD FLOOR
820 N. FRENCH STREET
WILMINGTON, DE 19801

The Division of Support Services acquires and places copiers in several State buildings. All billings for these acquisitions will be charged to one open-end (blanket) purchase order issued by the Division of Support Services to each CONTRACTOR for the duration of this contract. All placements by Support Services will be referenced to this purchase order throughout the term of this Contract. A new open-end purchase order will be issued each fiscal year.

22. MANDATORY PERIODIC PLACEMENT, REBATE AND USAGE REPORTS:

A monthly placement report shall be submitted electronically to Chuck Wernicki, Copier Resource Management Program Office at cwernicki@state.DE.US, by fax (302-577-5096), or mailed by each awarded CONTRACTOR, and to Arnold Cookson, Division of Support Services at acookson@state.DE.US, within the first ten (10) days of the following month. An E-mailed report in electronic format is preferred. Any exception to this mandatory requirement may result in cancellation of the award. Placement reports shall contain the following information:

Name of State Division and Agency or School District
Order date, Placement Date and Expiration Date (Lease or Rental Program)
Agency location: address, building, floor, room
State Contact and Phone Number
Copier manufacturer and model number & options
Serial Number and any proprietary tracking number
Identification of all options including networking and associated costs
Financing Plan: Lease or purchase
Monthly cost (include monthly maintenance for purchase program)
Downtime
Service Records as requested

The State prefers that each placement report be submitted on a cumulative basis so Copier Management knows the CONTRACTOR placements at any point in time.

REBATE REPORTS:

See the Savings Rebate Capture Section below for Savings Capture Rebate reporting requirements.

USAGE REPORTS:

The State is increasingly interested in timely meter readings and the average monthly usage associated with each machine. The State requires CONTRACTOR to reasonably assist the State in matching proper machines to the demand and is requiring CONTRACTOR(s) to provide periodic reporting to the State.

23. CONTRACTOR FORMS:

Any contractor form(s) used in conjunction with this contract are for the contractor's use and convenience only, and do not obligate the State to additional terms and conditions.

24. SAVINGS CAPTURE REBATE:

The CONTRACTOR agrees to provide a Savings Capture Rebate as follows:

Contracted Copiers 36-Month Lease Program Only – (Options & Purchases Excluded)

For each of the awarded bands, the CONTRACTOR has provided a bid price, which will be known as the **Contract Bid Price**. At the State's request, CONTRACTOR shall increase the Contract Bid Price for each copier to the amount of the machine being replaced. This amount will be supplied by the Office of Copier Management for each copier placed. The marked-up price shall be known as the **Contract Sell Price**.

Ordering:

No orders, including purchase orders, can be accepted from Mandated Agencies when the facility in which the equipment is to be placed are under the Management of DAS (see Appendix C). In such cases where CONTRACT USERS, attempt to place an order directly, CONTRACTOR agrees to notify the Office of Copier Management. (See Section 33)

For orders, including purchase orders, placed directly by CONTRACT USERS who wish to place equipment in a facility not managed by DAS, CONTRACTOR agrees to notify the Office of Copier Management prior to the thirty (30) days required to place the equipment (except for the first month of the Contract). The Office of Copier Management will provide the Contract Sell Price to the CONTRACTOR. This process will be in effect for all leased equipment on an individual basis. If for any reason, equipment is placed with no Sell Price assigned, the exception will be captured in the monthly reporting, and will be included in the settlement process described below. Changes may be made to the process described in this paragraph if agreed upon by both parties in writing.

For new additions to the fleet, the sell price will be equal to the bid price. For CONTRACT USERS that do not fall under the jurisdiction of the State (Municipalities, volunteer fire cos. etc.), the sell price will equal the bid price.

Invoicing:

On invoices that the CONTRACTOR shall send the State, the invoice amount will be based on the Contract Sell Price for leased machines, not the Contract Bid Price on leased machines.

25. **VENDORS:**

SEND PURCHASE ORDERS TO:

CANNON BUSINESS SOLUTIONS
300 Bellevue Parkway, Ste 135
Wilmington, Delaware 19809
Contact: Dave Hess
Phone: 302-793-4036
Fax: 302-793-4012
E-mail: dhess@solutions.cannon.com
Federal E.I.#: 22-2044311

26. **SPECIFICATIONS:**

BAND	MINIMUM COPIES PER MINUTE (CPM)	VOLUME RANGE (COPIES PER MONTH)
I	10	1,000 - 3,000
II	15	3,000 - 7,500
III	20	7,500 - 15,000
IV	30	15,000 - 25,000
V	40	25,000 - 35,000
VI	50	35,000 - 50,000
VII	60	50,000 - 70,000

SPECIFICATIONS FOR ALL UNITS BID:

1. Copy paper weights 16 lb. through 24 lb.
2. 30% Post Consumer Waste Plain Copier Paper.
3. All Document feeders capable of feeding 16 lb. through 24 lb. paper weight originals.
4. Bands III, IV, V, VI, and VII must be console models
5. Running speeds of machines cannot be reduced by more than **20%** when automatic document feeders are engaged or **40%** when automatic two sided copying is utilized with single sided originals.
6. Energy star compliant equipment is mandatory
7. The following is a clarification for all Volume Bands:
 - Bands I and II require paper sources as specified. However, these trays do not, necessarily, have to be installed and on-line.
 - Bands III-VII require paper sources as specified and these are required to be installed and be on-line.

SPECIFICATIONS (CONT'D)

ANALOG COPIERS (Available on 36 Month lease plan only)

BAND I - VOLUME 1,000 - 3,000:

Base Unit - 10 copies per minute
8-1/2 x 11 and 8-1/2 x 14 size copies
Copy Count Control
Copy Stop Control
Copy Count Meter
Copy Density Control
(1) One paper tray with 250-sheet capacity
Manual two-sided copying
Reduction and Enlargement

SPECIFICATIONS (CONT'D)

DIGITAL COPIERS

BAND I - VOLUME 1,000 - 3,000:

Base Model:

Base Unit - 10 copies per minute
8-1/2 x 11 and 8-1/2 x 14 size copies
Copy Count Control
Copy Stop Control
Copy Count Meter
Copy Density Control
Paper tray with 250-sheet capacity
Manual two-sided copying
Reduction and Enlargement

Options Available:

Paper tray with 250-sheet capacity
Finisher

SPECIFICATIONS (CONT'D)

SPECIFICATIONS –DIGITAL COPIERS-CONTINUED

BAND II - VOLUME 3,000 - 7,500:

Base Model:

Running Speed, 15 copies per minute
8-1/2 x 11 and 8-1/2 x 14, 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Density Control
(2) Two paper trays with 250-sheet capacity each
Manual two-sided copying
Zoom Reduction and Enlargement
Automatic Document Feeder (30 sheet capacity)
Scan once capability, 16 MB Ram minimum

Options available:

Finisher

SPECIFICATIONS (CONT'D)

DIGITAL COPIERS-CONTINUED

BAND III - VOLUME 7,500 - 15,000:

Base Model:

Running Speed, 20 copies per minute
8-1/2 x 11 and 8-1/2 x 14, 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Density Control
Dual page book copying capability
(2) Two paper trays with 250-sheet capacity each
Auto Source Selection of at least two (2) sources
Automatic two-sided copying
Zoom Reduction and Enlargement
Automatic Document Feeder (minimum 30 sheet capacity) capable of 2:1, 1:2, and 2:2
Collating, 10 sets minimum
Scan once capability, 32 MB Ram minimum

Options Available:

Finisher
Electronic Copy Control w/ 100 A/C min (Included in base model)
Large Capacity Tray (Min 1000 sheets)

SPECIFICATIONS (CONT'D)

BAND IV - VOLUME 15,000 - 25,000:

Base Model:

Running Speed, 30 Copies per minute
8-1/2 x 11 and 8-1/2 x 14, & 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Density Control
Dual page book copying capability
(3) Paper Trays with 250-sheet capacity each
Auto Tray Selection with at least two paper trays on line
Automatic two-sided copying
Zoom Reduction and Enlargement
Automatic Document Feeder (minimum 30 sheet capacity) capable of 2:1, 1:2, and 2:2
Collocating, 10 sets minimum
Scan once capability, 32 MB Ram minimum

Options Available:

Finisher
Electronic Copy Control w/ 100 A/C min (Included in base model)
Large Capacity Tray (Min 1000 sheets)

SPECIFICATIONS (CONT'D)

DIGITAL COPIERS-CONTINUED

BAND V - VOLUME 25,000 - 35,000:

Base Model:

Running Speed, 40 copies per minute
8-1/2 x 11 and 8-1/2 x 14, & 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Count Meter
Copy Density Control
Dual page Book Copying Capability
Zoom Reduction and Enlargement
Automatic two-sided copying
Automatic Source Selection of at least two paper sources on line
Total paper tray capacity at least 1,500 sheets
Automatic Document Feeder must have 50-sheet capacity minimum, capable of 2:1, 1:2,
2:2
Collocating, 20 sets minimum
Scan once capability, 64 MB Ram minimum

Options Available:

Finisher
Electronic Copy Control w/ 100 A/C min (Included in base model)
Large Capacity Tray (Min 1000 sheets)

SPECIFICATIONS (CONT'D)

BAND VI - VOLUME 35,000 to 50,000:

Base Model:

Running Speed, 50 copies per minute
8-1/2 x 11 and 8-1/2 x 14, 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Count Meter
Copy Density Control
Dual page book copying capability
Zoom Reduction and Enlargement
Three (3) paper sources with a total source capacity of 2000 sheets
Automatic two-sided copying
Alternating 8-1/2 x 11 and 8-1/2 x 14 and 11x17 (2 source selection)
Automatic Document Feeder must have 50-sheet capacity capable of 2:1, 1:2, & 2:2
Collocating, 20 sets minimum
Scan once capability, 64 MB Ram minimum

Options Available:

Finisher
Electronic Copy Control w/ 100 A/C min (Included in base model)

SPECIFICATIONS (CONT'D)

BAND VII - VOLUME 50,000 to 70,000

Base Model:

Running Speed, 60 copies per minute
8-1/2 x 11 and 8-1/2 x 14, 11 x 17 size copies
Copy Count Control
Copy Stop Control
Copy Count Meter
Copy Density Control
Dual page book copying capability
Zoom Reduction and Enlargement
Automatic two-sided copying
Alternating 8-1/2 x 11 and 8-1/2 x 14 and 11x17 (3 source selection), with
Total paper source capacity of at least 2000 sheets
Automatic Document Feeder must have 50-sheet capacity capable of 2:1, 1:2, & 2:2
Collocating, 20 sets minimum
Scan once capability, 64 MB Ram minimum

Options Available:

Finisher
Electronic Copy Control w/ 100 A/C min (Included in base model)

27. STATE BUILDINGS MANAGED BY THE DEPARTMENT OF ADMINISTRATIVE SERVICES:

<u>BUILDING</u>	<u>LOCATION</u>
1 Agriculture Bldg.	Dover
2 Amoco Bldg.	New Castle
3 Carvel State Office Bldg.	Wilmington
4 Credit Union/Capitol Police Bldg.	Dover
5 DART/DAST Bldg. Maintenance facility	Dover
6 Delaware Development Office	Dover
7 Dept. of Transportation Sign Shop	Dover
8 DeVallinger Hall of Records	Dover
9 Div. of Purchasing Warehouse	Delaware City
10 Div. of Purchasing Adm. Bldg.	Delaware City
11 Facilities Management Maint. Bldg.	Dover
12 Fleet Management Bldg.	Dover
13 Hall House	Dover
14 Highway Administration Bldg.	Dover
15 Jesse Cooper Bldg.	Dover
16 Justice of Peace Ct. # 8	Smyrna
17 Justice of Peace Ct. # 5	Milford
18 Massey Station	Dover
19 Justice of Peace Ct. # 4 & # 19	Seaford
20 Justice of Peace Ct. # 3 & # 17	Georgetown
21 Justice of Peace Ct. # 10 & # 12	Wilmington
22 Kent County Inspection Lane	Dover
23 Kent County Family Court Bldg.	Dover
24 Kirk Bldg.	Dover
25 Legislative Hall	Dover
26 Margaret O'Neill Bldg.	Dover
27 Murphy House	Dover
28 N.C.C. Family Court Bldg.	Wilmington
29 N.C.C. Inspection Lane	New Castle
30 Old State House Bldg.	Dover
31 Preschool Youth & Diagnostic Ctr.	Dover
32 Public Safety Bldg.	Dover
33 Richardson & Robbins Bldg.	Dover

State Buildings Managed by the Department of Administrative Services (CONT'D)

<u>BUILDING</u>	<u>LOCATION</u>
34 Robert Short Bldg.	Dover
35 Rose Cottage	Dover
36 SABO Bldg.	Georgetown
37 State Communications Center	Camden
38 State Police Aviation	Dover
39 State Police Troop # 3	Camden
40 State Fire School	Dover
41 State Fire Marshall's Office	Dover
42 State Police Lab	Dover
43 State Library	Dover
44 State Police Headquarters	Dover
45 State Police Garage	Dover
46 State Bureau of Investigation	Dover
47 State Police Academy	Dover
48 Supreme Court Bldg.	Dover
49 Sussex County Family Court	Georgetown
50 Sussex County Fire Marshall Office	Georgetown
51 Sussex County Courthouse Annex	Georgetown
52 Sussex County Court House	Georgetown
53 Sussex County Dept. of Elections	Georgetown
54 Sussex County Inspection Lane	Georgetown
55 Sussex County Fire Training Complex	Georgetown
56 Swell Biggs Museum	Dover
57 Sykes Bldg.	Dover
58 Tatnall Bldg.	Dover
59 Thomas Collins Bldg.	Dover
60 Townsend Bldg.	Dover
61 Underground Vault	Dover
62 W.A.R. Bldg.	Dover
63 William Penn Bldg.	Dover
64 Williams Service Center	Dover
65 Wilmington Inspection Lane	Wilmington
66 Woodburn/Governor's House	Dover
67 DEMA Bldg	Smyrna
68 DELdot TMA Bldg	Dover
69 New Castle County Fire Marshall's Office	New Castle
70 State Police Indoor Firing Range	Smyrna
71 Sussex Count Court of Chancery	Georgetown

28. PRICING:

Equipment Pricing

Band	Machine Make	Machine Model	36 Month Lease - Monthly Contract Bid Price	Purchase Price	36 Month Maintenance Plan - Monthly Price on Purchases
Band 1 – Analog	Canon	NP 7130	\$37.38	No Purchase Option	
Band 1	Canon	IR 1600	\$49.61	\$1,230.35	\$14.80
Band 1 w/ Finisher	Canon	IR 1600	\$66.87	\$1,840.35	\$14.80
Band 2	Canon	IR 2000	\$66.29	\$1,819.43	\$14.80
Band 2 w/ Finisher	Canon	IR 2000	\$83.55	\$2,429.43	\$14.80
Band 3	Canon	IR 2200	\$125.54	\$2,740.07	\$48.00
Band 3 w/ Finisher	Canon	IR 2200	\$145.22	\$3,435.57	\$48.00
Band 4	Canon	IR 3300	\$181.08	\$4,667.13	\$48.00
Band 4 w/ Finisher	Canon	IR 3300	\$200.76	\$5,362.63	\$48.00
Band 5	Canon	IR 400	\$205.37	\$4,680.88	\$58.00
Band 5 w/ Finisher	Canon	IR 400	\$225.08	\$5,377.50	\$58.00
Band 6	Canon	IR 5000	\$331.36	\$6,567.21	\$145.50
Band 6 w/ Finisher	Canon	IR 5000	\$372.00	\$8,003.00	\$145.50
Band 7	Canon	IR 6000	\$388.00	\$8,570.30	\$145.50
Band 7 w/ Finisher	Canon	IR 6000	\$429.00	\$10,004.00	\$145.50

Options Pricing

Band	Option	36 Month Contract Price	Purchase Price
Band 1	Extra 250 paper Tray	\$7.35	\$259.87
Band 3	Large Capacity Paper Tray	\$37.38	\$1,321.00
Band 4	Large Capacity Paper Tray	\$37.38	\$1,321.00
Band 5	Large Capacity Paper Tray	\$34.84	\$1,231.13